ikon

Letter of Comment No: 926
File Reference: 1102-100

From: Julie Geraci [jgeraci@cisco.com]
Sent: Tuesday, April 20, 2004 1:18 PM
To: Director - FASB
Cc: savestockoptions@cisco.com
Subject: File Reference No. 1102-100

Dear Chairman Robert H. Herz,

File Reference No. 1102-100

I have been an employee of Cisco Systems, Inc. for nearly 6 years. I am writing to you regarding the Financial Accounting Standards Board (FASB) draft plan stating that they intend to treat stock options as an expense.

My stock options at Cisco have been extremely important to me and my family. They have allowed my husband and I to relocate out of the Bay Area to begin an Automotive Repair Shop in Northern California. With the help of my stock options, my husband and I have been able to rely solely on one income while we create our start-up venture. Doing so, the Northern California Community of Lake County has been affected by our new venture. Along with the Sale of our home in San Jose and some my stock options we have helped to give $150,000 back into the Community. We purchased a run-down building in the City of Clearlake and fed every dollar of the start up costs into their County. Lake County has one of the highest unemployment and welfare rates in the State of California. In addition, my husband and I have made several personal donations to the local school and Little League Teams.

Employee Stock Options are an important part of my compensation. Cisco is a great company and while I have supported over 60 accounts over the course of the last 6 years here, that little piece of Company "ownership" is far greater than a piece of paper. It helps my family, it helps my children and primarily due to the Cisco culture...it helps others through me.

Thank you for your time.
Julie Geraci
Customer Solutoins Manager
CA Program Delivery
Cisco Systems, Inc.
408-525-7936